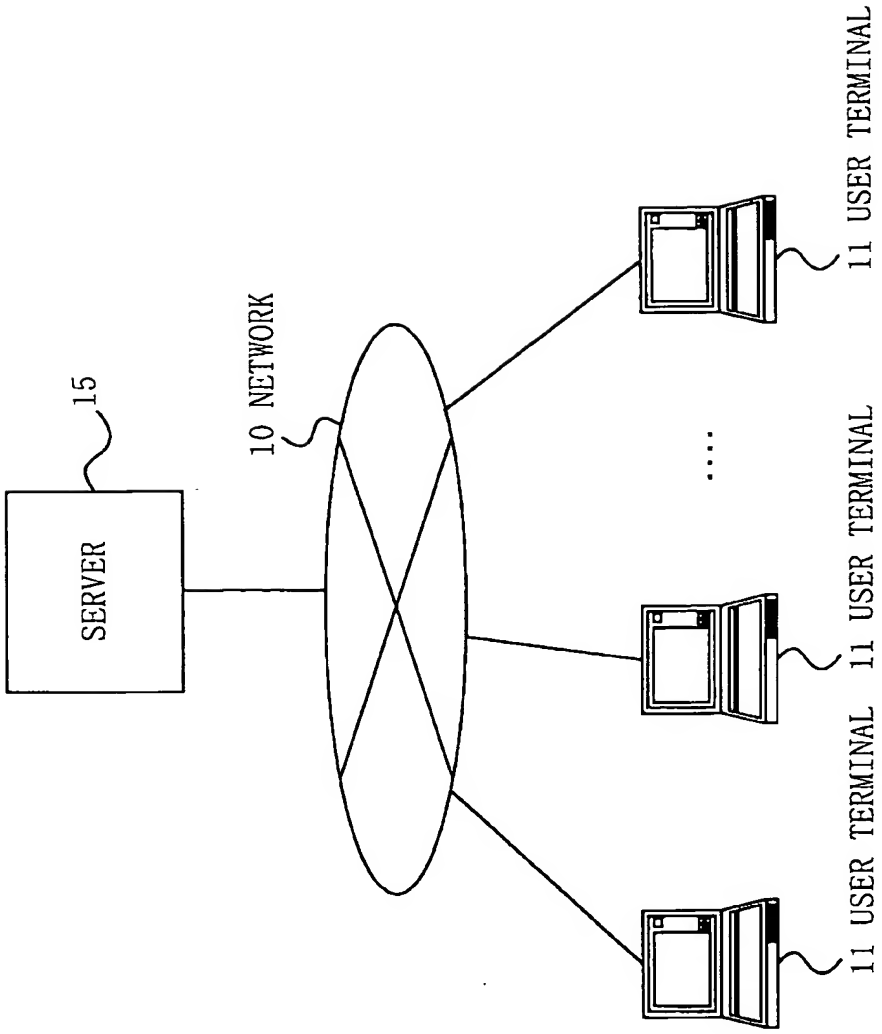
15
SERVER
10 NETWORK
11 USER TERMINAL
11 USER TERMINAL
11 USER TERMINAL

FIG. 1

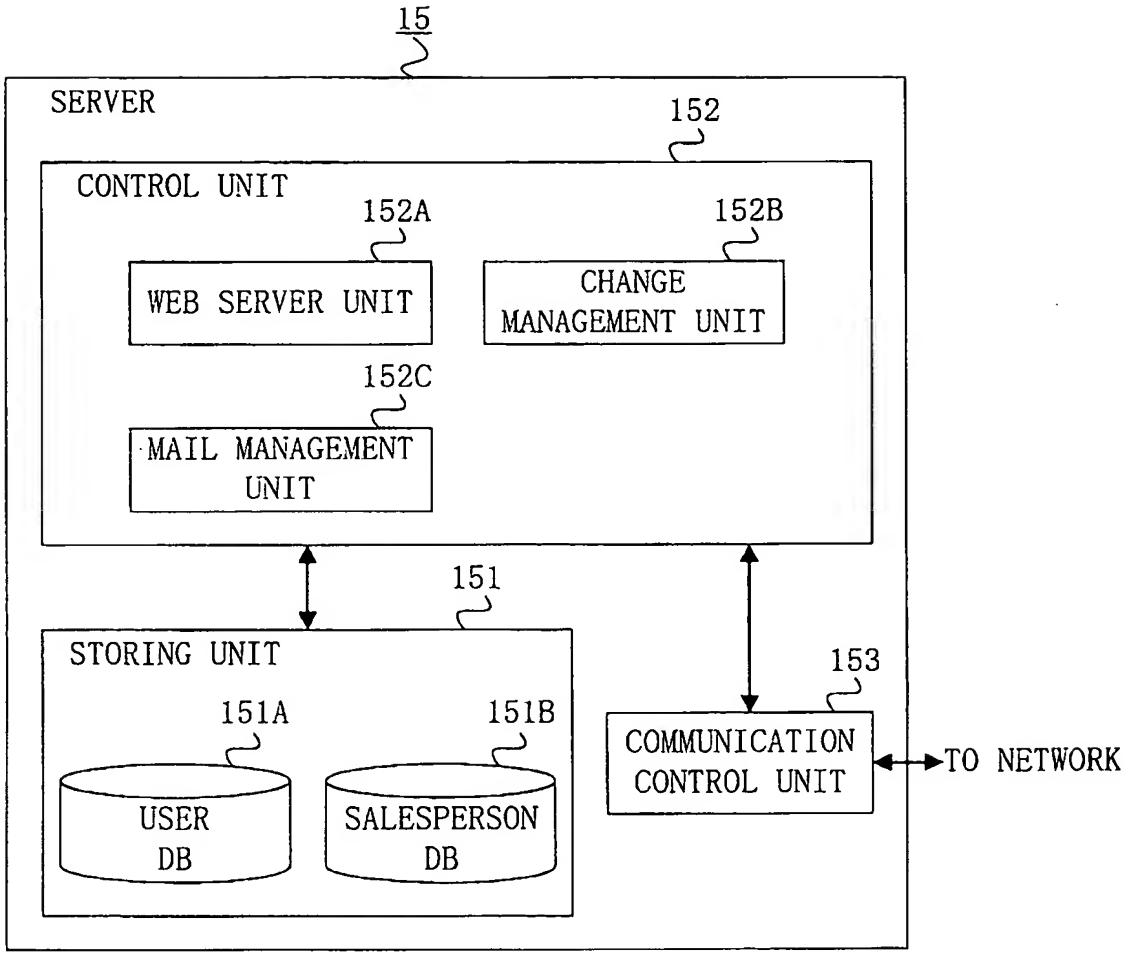
15
SERVER
152
CONTROL UNIT
152A
152B
WEB SERVER UNIT
CHANGE MANAGEMENT UNIT
152C
MAIL MANAGEMENT UNIT
151
STORING UNIT
153
151A
151B
COMMUNICATION CONTROL UNIT
TO NETWORK
USER DB
SALESPERSON DB

FIG. 2

USER INFORMATION

COMPANY ID	COMPANY NAME	USER ID	USER NAME	PASSWORD	E-MAIL ADDRESS	...
C001	xxxxxx	U111	xxxxxx	xxxxxx	xxxx@xxx.xxx	. . .
	xxxxxx	U112	xxxxxx	xxxxxx	xxxx@xxx.xxx	
	. . .	. . .	. . .	. . .	. . .	
. . .	. . .	. . .	. . .	. . .	. . .	

FIG. 3

SALESPERSON INFORMATION

SALESPERSON ID	SALESPERSON NAME	ATTRIBUTE	IMAGE (FILE NAME)	···
A100	○○○○	xxxxxxxxxxxx	file01	···
A101	○○○○	xxxxxxxxxxxx	file02	···
A102	○○○○	xxxxxxxxxxxx	file03	···
A103	○○○○	xxxxxxxxxxxx	file04	···
A104	○○○○	xxxxxxxxxxxx	file05	···
⋮	⋮	⋮	⋮	⋮

FIG. 4

REPRESENTATIVE INFORMATION

COMPANY ID	SALESPERSON ID	...
C001	A105	...
	A211	...
	A345	...
C002	A110	...
	A303	...
	A432	...
⋮	⋮	⋮

FIG. 5

SELECTION INFORMATION

COMPANY ID	USER ID	SALESPERSON ID	...
C001	U111	A105	...
	U112	A345	...
	⋮	⋮	⋮
⋮	⋮	⋮	⋮

FIG. 6

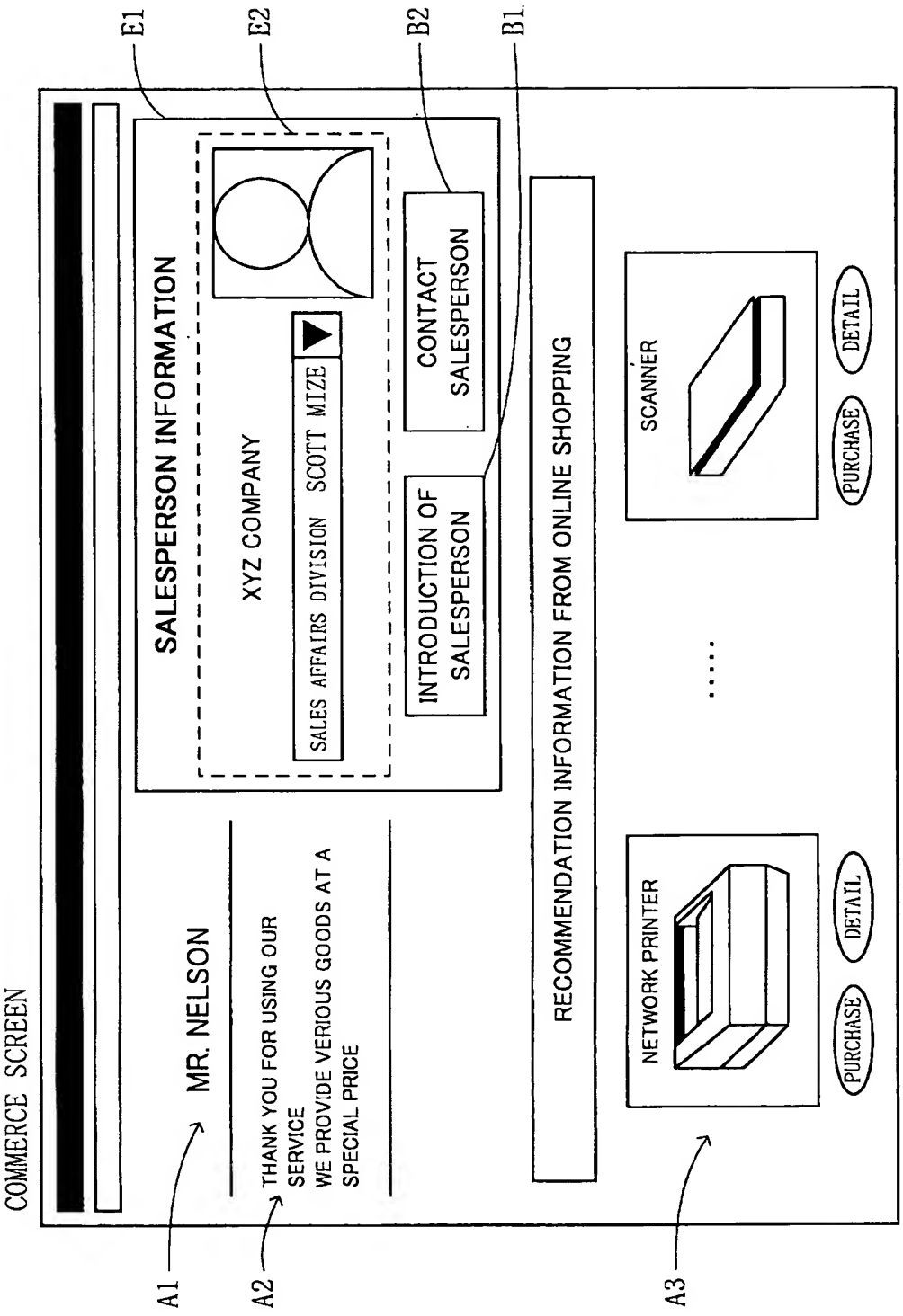
COMMERCE SCREEN
MR. NELSON
THANK YOU FOR USING OUR SERVICE
WE PROVIDE VERIOUS GOODS AT A SPECIAL PRICE
SALESPERSON INFORMATION
XYZ COMPANY
SALES AFFAIRS DIVISION SCOTT MIZE
INTRODUCTION OF SALESPERSON
CONTACT SALESPERSON
RECOMMENDATION INFORMATION FROM ONLINE SHOPPING
NETWORK PRINTER
PURCHASE
DETAIL
.....
SCANNER
PURCHASE
DETAIL
A1
A2
A3
B1
B2
E1
E2

FIG. 7

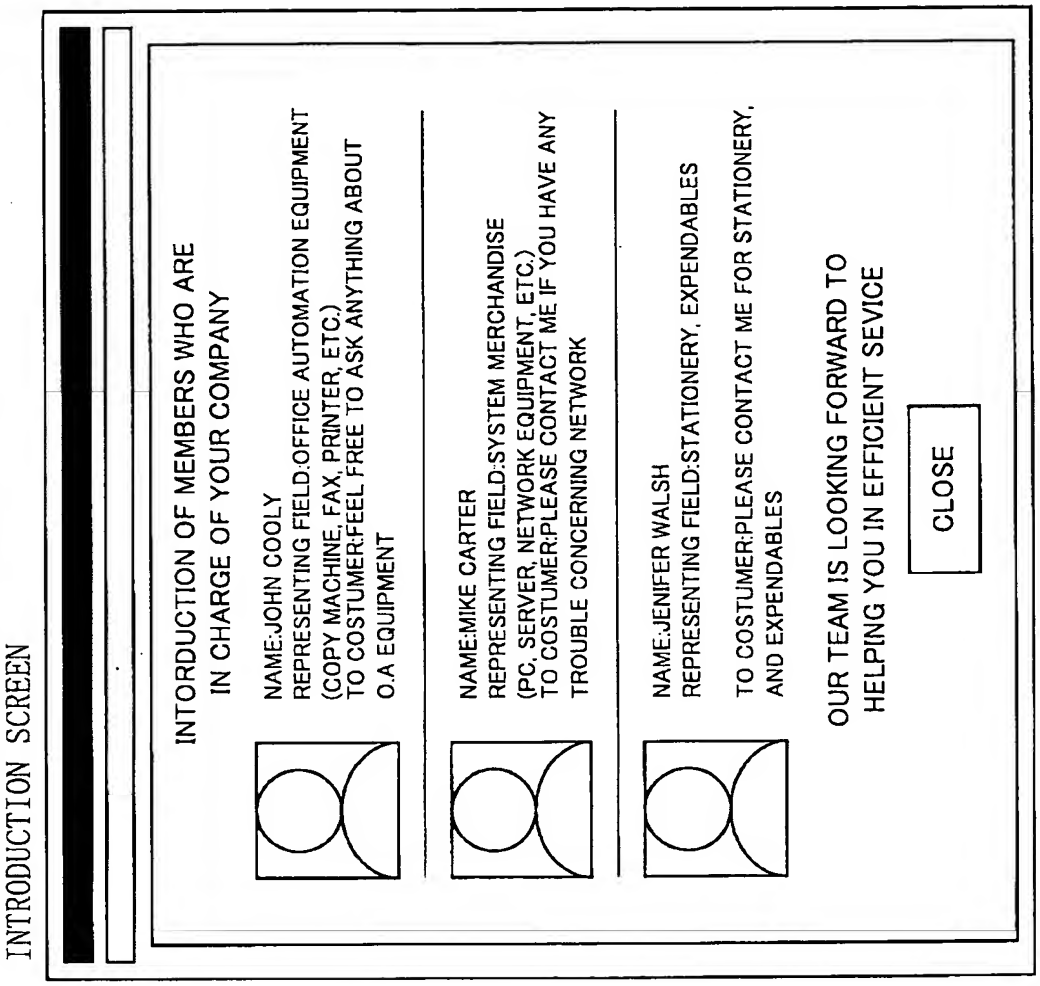
INTRODUCTION SCREEN
INTORDUCTION OF MEMBERS WHO ARE
IN CHARGE OF YOUR COMPANY
NAME:JOHN COOLY
REPRESENTING FIELD:OFFICE AUTOMATION EQUIPMENT
(COPY MACHINE, FAX, PRINTER, ETC.)
TO COSTUMER:FEEL FREE TO ASK ANYTHING ABOUT
O.A EQUIPMENT
NAME:MIKE CARTER
REPRESENTING FIELD:SYSTEM MERCHANDISE
(PC, SERVER, NETWORK EQUIPMENT, ETC.)
TO COSTUMER:PLEASE CONTACT ME IF YOU HAVE ANY
TROUBLE CONCERNING NETWORK
NAME:JENIFER WALSH
REPRESENTING FIELD:STATIONERY, EXPENDABLES
TO COSTUMER:PLEASE CONTACT ME FOR STATIONERY,
AND EXPENDABLES
OUR TEAM IS LOOKING FORWARD TO
HELPING YOU IN EFFICIENT SEVICE
CLOSE

FIG. 8

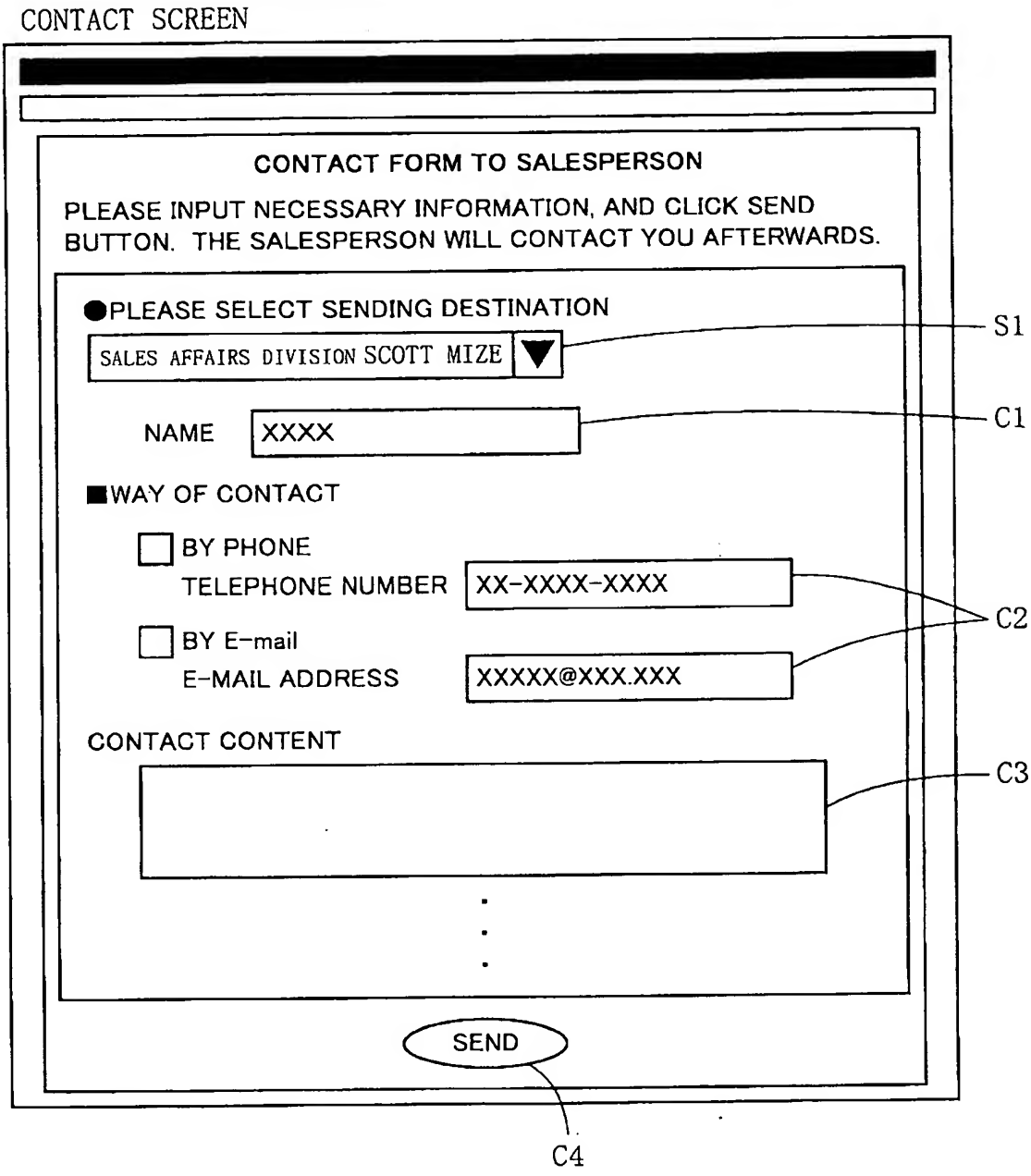
CONTACT SCREEN
CONTACT FORM TO SALESPERSON
PLEASE INPUT NECESSARY INFORMATION, AND CLICK SEND BUTTON. THE SALESPERSON WILL CONTACT YOU AFTERWARDS.
●PLEASE SELECT SENDING DESTINATION
SALES AFFAIRS DIVISION SCOTT MIZE
S1
NAME
XXXX
C1
■WAY OF CONTACT
BY PHONE
TELEPHONE NUMBER
XX-XXXX-XXXX
BY E-mail
E-MAIL ADDRESS
XXXXX@XXX.XXX
C2
CONTACT CONTENT
C3
SEND
C4

FIG. 9

MAIL SESSAGE

XYZ COMPANY MR. THOMAS YOUNG

DEAR SIR,

THERE IS CHANGE IN THE REPRESENTATIVE WHO IS IN CHARGE OF YOUR COMPANY. THE CHANGE IS AS BELOW. WE HOPE THAT WE WILL CONTINUE TO HAVE GOOD BUSINESS WITH EACH OTHER.

REPRESENTATIVE WHO WILL NEWLY BE IN CHARGE OF YOUR COMPANY
NAME:KENNETH CARTER
REPRESENTING FIELD:OFFICE AUTOMATION EQUIPMENT
MESSAGE:I WOULD LIKE TO DO MY BEST IN BEING OF HELP TO YOU

REPRESENTATIVE WHO HAS BEEN IN CHARGE OF YOUR COMPNAY
NAME:JIM CARLTOM
REPRESENTING FIELD:OFFICE AUTOMATION EQUIPMENT
MESSAGE:IT WAS A PLEASURE BEING OF SERVICE TO YOU

WITH REGARDS,
YYY COMPANY
BUSINESS DIVISION
GENERAL MANAGER, DAN HALEY

FIG. 10

2003年11月26日 15時05分 ASHIDA&KIMURA NO. 4797 P. 52/54

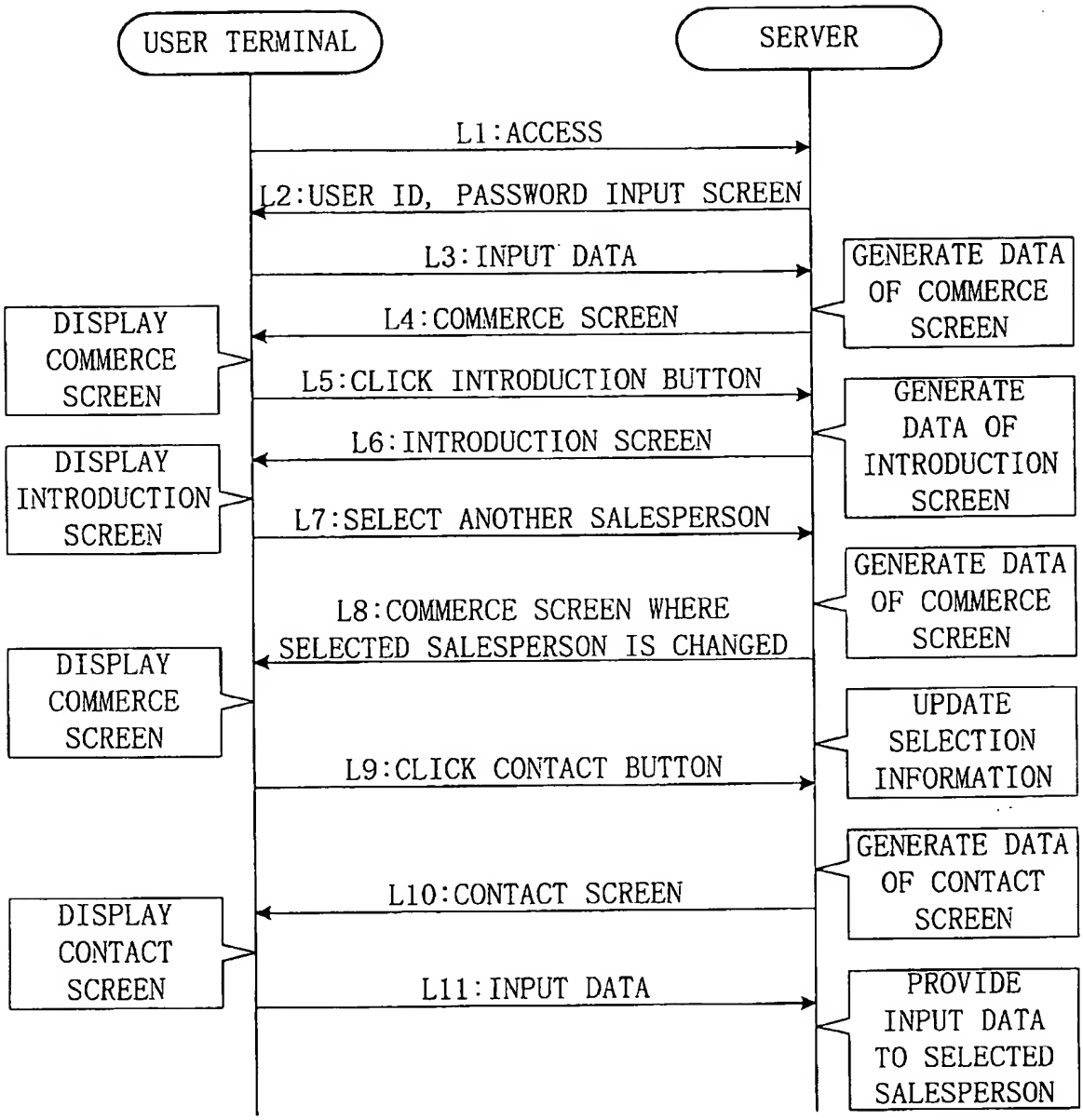
USER TERMINAL
SERVER
L1:ACCESS
L2:USER ID, PASSWORD INPUT SCREEN
L3:INPUT DATA
GENERATE DATA OF COMMERCE SCREEN
DISPLAY COMMERCE SCREEN
L4:COMMERCE SCREEN
L5:CLICK INTRODUCTION BUTTON
GENERATE DATA OF INTRODUCTION SCREEN
DISPLAY INTRODUCTION SCREEN
L6:INTRODUCTION SCREEN
L7:SELECT ANOTHER SALESPERSON
GENERATE DATA OF COMMERCE SCREEN
L8:COMMERCE SCREEN WHERE SELECTED SALESPERSON IS CHANGED
DISPLAY COMMERCE SCREEN
UPDATE SELECTION INFORMATION
L9:CLICK CONTACT BUTTON
GENERATE DATA OF CONTACT SCREEN
L10:CONTACT SCREEN
DISPLAY CONTACT SCREEN
L11:INPUT DATA
PROVIDE INPUT DATA TO SELECTED SALESPERSON

FIG. 11

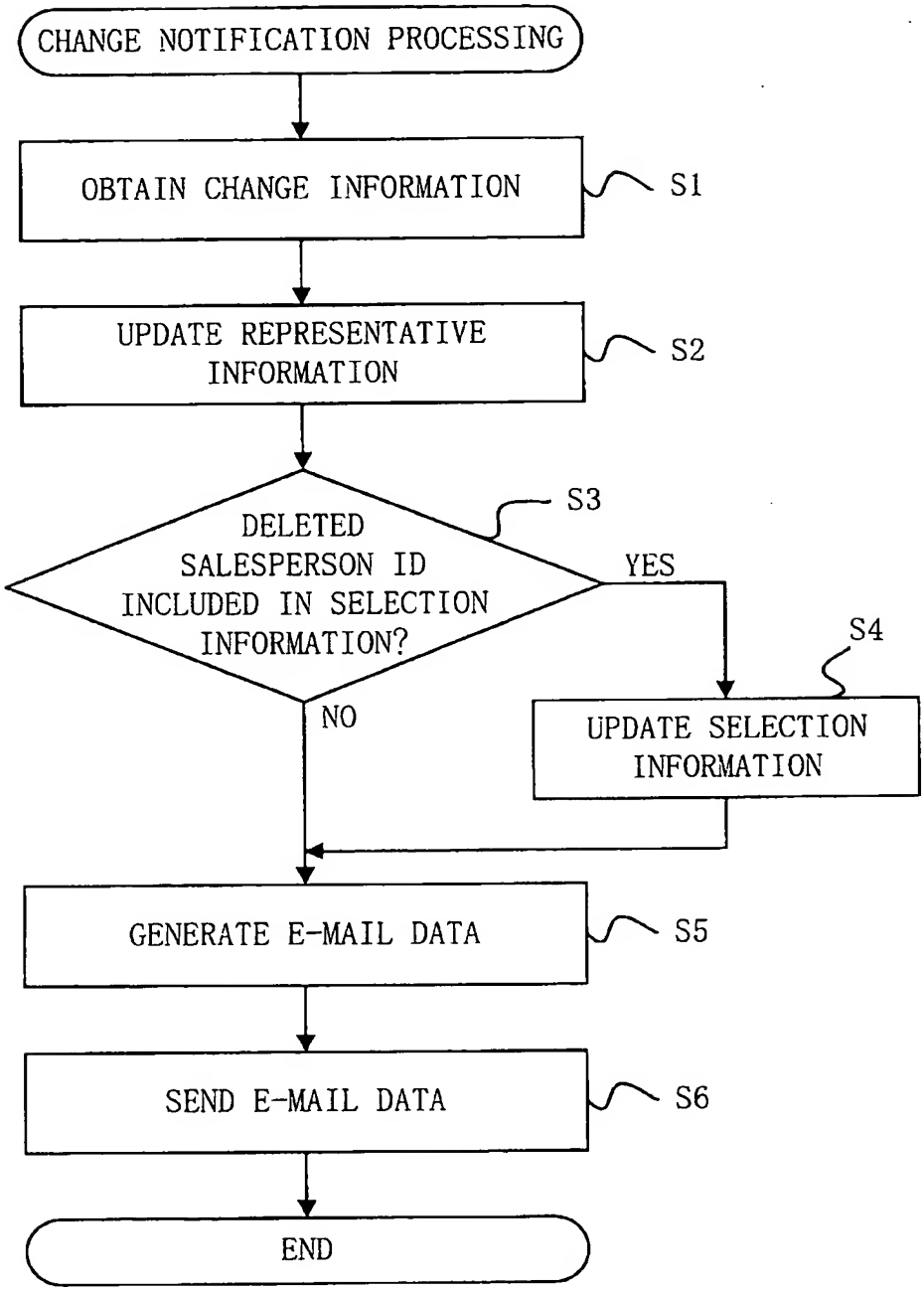
CHANGE NOTIFICATION PROCESSING
OBTAIN CHANGE INFORMATION
S1
UPDATE REPRESENTATIVE INFORMATION
S2
DELETED SALESPERSON ID INCLUDED IN SELECTION INFORMATION?
S3
YES
NO
S4
UPDATE SELECTION INFORMATION
GENERATE E-MAIL DATA
S5
SEND E-MAIL DATA
S6
END

FIG. 12